

Historical Company Sales & Franchise & Other Revenues

Company Sales					
Chili's					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15	\$600.1	\$602.0	\$662.9	\$638.2	\$2,503.2
F'16	\$653.1	\$651.0	\$703.5	\$747.3	\$2,754.9
F'17	\$648.6	\$632.1	\$689.6	\$682.9	\$2,653.2
F'18	\$627.6	\$623.6	\$688.9		
Maggiano's					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15	\$86.8	\$115.8	\$98.8	\$100.2	\$401.6
F'16	\$87.4	\$114.7	\$101.6	\$108.1	\$411.8
F'17	\$88.8	\$116.6	\$101.0	\$102.9	\$409.3
F'18	\$89.3	\$119.1	\$101.6		
Total Company Sales					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15	\$686.9	\$717.8	\$761.7	\$738.4	\$2,904.8
F'16	\$740.5	\$765.7	\$805.1	\$855.4	\$3,166.7
F'17	\$737.4	\$748.7	\$790.6	\$785.8	\$3,062.6
F'18	\$716.9	\$742.7	\$790.5		

Franchise and Other Revenues ⁽¹⁾					
Royalties					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15 ⁽²⁾	\$16.4	\$16.9	\$17.5	\$17.7	\$68.6
F'16 ⁽²⁾	\$13.7	\$14.0	\$14.3	\$14.0	\$55.9
F'17	\$13.6	\$13.1	\$13.5	\$13.6	\$53.8
F'18	\$13.0	\$13.4	\$13.5		
Other Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15 ⁽²⁾	\$7.7	\$8.2	\$5.0	\$8.1	\$29.0
F'16 ⁽²⁾	\$8.4	\$8.9	\$5.2	\$12.3	\$34.9
F'17	\$7.5	\$9.2	\$6.5	\$11.2	\$34.4
F'18	\$9.4	\$10.3	\$8.5		
Total Franchise and Other Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15	\$24.1	\$25.1	\$22.5	\$25.8	\$97.5
F'16	\$22.1	\$22.9	\$19.5	\$26.3	\$90.8
F'17	\$21.1	\$22.3	\$20.0	\$24.8	\$88.2
F'18	\$22.4	\$23.7	\$22.0		

Total Revenues					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
F'15	\$711.0	\$742.9	\$784.2	\$764.2	\$3,002.3
F'16	\$762.6	\$788.6	\$824.6	\$881.7	\$3,257.5
F'17	\$758.5	\$771.0	\$810.6	\$810.7	\$3,150.8
F'18	\$739.3	\$766.4	\$812.5		

⁽¹⁾ Franchise and other revenues primarily includes royalties and other revenues related to development fees and franchise fees, banquet service charge income, gift card breakage and discounts, digital entertainment revenue, Chili's retail food product royalties and delivery fee income.

⁽²⁾ Reclassifications have been made between royalties and other revenues in each quarter of fiscal 2015, as well as the first quarter of fiscal 2016, to conform with the current classification.